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- Hispanic purchasing power reached $700 billion in 2004 and is poised to surge to $1 trillion by 2010! Net worth of U.S. Hispanic households rose by 41.4 percent between 1998 and 2000.
- Hispanics accounted for about one third of the increase in the U.S. labor force during the last 22 years. Hispanics represent over 13% of the U.S. labor force and are expected to dramatically increase to nearly 20 percent by 2030.

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Youth Lead America's Fastest-Growing Market

While the U.S. median age continues to rise from 35.3 years in 2000, the median age of Hispanics remains the lowest of all groups. The median age for Hispanics was 26.7 in July 2003, compared with 35.9 for the overall U.S. population, according to the Census Bureau. And most demographers predict faster growth among young Hispanics than among other young ethnic groups for the next decade.

Currently, 34.1 percent of Hispanics are younger than 18 (compared with 25.1 percent of the total U.S. population). In 2001, the fertility rate (the average number of children each woman will have during her lifetime) for Hispanics was 2.4 – higher than the national rate of 2.1, which also represents the natural replacement level. Similarly, while the number of live births per 1,000 Hispanic women is 96, the total U.S. rate is only 64.2, or more than 30 points lower.

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Hispanic Business 500® Market Brief

Since the list was first published in 1983 (though at the time it included just 400 firms), the combined total revenue of **Hispanic Business** 500 companies has grown from a mere $3.71 billion to $30.26 billion in 2004, an increase of 715.6 percent. And as Hispanic enterprises have grown in terms of revenues, they have also increased in the number of jobs they provide. The total number of employees working at the firms on the list has increased from 78,360 workers in 1993 to 115,330 workers in 2004. For more information on the largest Hispanic companies in the U.S., including graphs, news, data, and the entire 2005 **Hispanic Business** 500 Market Brief, visit us online at www.hispanicbusiness.com/research

THE 2005 HISPANIC BUSINESS

100 Fastest-Growing Companies

Rank	Company, Location/ Type of Business	Sales Growth 2000-04 Percent Increase	Sales Growth 2000-04 Compound Annual Rate	Gross Sales* ($M) 2000	Gross Sales* ($M) 2004	Profit Range† 2000	Profit Range† 2004	No. of Employees 2000	No. of Employees 2004	Year Founded
1	LatiNode Inc., Miami, FL Long-distance telecomm.	124,782.3%	316.2%	$.035	$42.60	F	F	9	67	1999
2	Elias De La Garza Insurance, Houston, TX Insurance, financial svcs.	7,715.1%	139.1%	$.119	$9.30	D	A	2	12	2000
3	Diverse Staffing Inc., Fullerton, CA Employment, staffing	4,300.0%	113.2%	$1.00	$44.00	C	C	250	3,000	2000
4	X-EETO Inc., Miami, FL IT svcs. for U.S. federal agencies & military	3,738.3%	107.4%	$.107	$4.10	A	C	1	50	2000
5	Town Center Group Inc., Weston, FL Real estate, lending, & title svcs.	2,879.9%	97.2%	$.117	$3.49	B	A	1	13	2000
6	Zunch Communications Inc., Dallas, TX Search engine mktg, Web site devel.	2,700.0%	94.7%	$.100	$2.80	B	D	DND	34	2000
7	Actcom Inc.[1], Virginia Beach, VA Security & lifesafety integration	2,506.0%	92.0%	$.323	$8.41	B	C	3	52	1998
8	Alliance General Contractors, Colorado Springs, CO General contracting	2,469.9%	91.4%	$2.02	$52.00	C	C	19	58	1987
9	Asset Protection & Security Svcs., Corpus Christi, TX Security guards	2,461.7%	91.3%	$.812	$20.80	D	C	75	452	1994
10	Lingual Info. Syst. Technologies[2], Columbia, MD IT support, software devel.	1,649.0%	77.2%	$.589	$10.30	DND	A	5	92	1997
11	Cartridge Savers Inc., Madison, WI Digital imaging products	1,510.5%	74.3%	$.197	$3.17	F	D	2	4	1994
12	Intuitive Research & Tech. Corp., Huntsville, AL Engr. svcs.	1,504.3%	74.2%	$.491	$7.88	D	C	4	58	1999
13	A. Val Const. Corp., Tempe, AZ General contracting	1,390.2%	71.7%	$.255	$3.80	B	C	2	10	1999
14	ADT Const. Group Inc., Las Vegas, NV General const. & const. mgmt.	1,245.0%	68.2%	$2.00	$26.90	DND	B	80	150	1999
15	Alienware Corp., Miami, FL Computer syst. via direct model	1,148.6%	65.7%	$9.00	$112.41	DND	D	26	500	1996
16	VisionIT, Detroit, MI IT staffing	1,142.0%	65.5%	$.653	$8.11	D	D	15	130	1997
17	Tesoro Corp., Virginia Beach, VA New const., office renovation	1,116.8%	64.8%	$5.55	$67.52	B	C	45	182	1997
18	Corinthian Const. Company Inc., Lodi, NJ General contractor	1,061.2%	63.3%	$1.94	$22.53	A	A	10	60	1994
19	Environ., Safety & Health Inc., Knoxville, TN Const., environ. consulting, training	997.8%	61.5%	$.583	$6.40	D	B	62	81	1997
20	Floor Worx LLC, Pembroke Pines, FL Retail floor covering	921.3%	59.2%	$.470	$4.80	F	D	2	15	2000
21	SEI Group Inc., Huntsville, AL Eng., mgmt., physical & elect. security	902.9%	58.6%	$2.31	$23.17	D	C	30	103	1996

*Figures were rounded to the nearest $10,000. Revenue growth percentages were calculated using actual figures. † Profit range: A=16% or more; B=11%-15%; C=6%-10%; D=0-5%; F=Loss
DND: Did not disclose [1] dba Actcom Security Solutions [2] dba LingualLISTek

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THE 2005 HISPANIC BUSINESS

100 Fastest-Growing Companies

Rank	Company, Location/ Type of Business	Sales Growth 2000-04 Percent Increase	Sales Growth 2000-04 Compound Annual Rate	Gross Sales* ($M) 2000	Gross Sales* ($M) 2004	Profit Range† 2000	Profit Range† 2004	No. of Employees 2000	No. of Employees 2004	Year Founded
22	Metwest Commercial Lender, Coral Gables, FL Commercial mortgage loans	900.0%	58.5%	$.500	$5.00	D	A	8	100	2000
23	All Action Architectural Metal & Glass, Edison, NJ Contract glaziers	832.8%	56.3%	$.515	$4.80	A	A	DND	18	1999
24	Ambreco Inc., Belton, TX General contractor	825.3%	56.0%	$1.62	$15.00	B	A	22	37	1992
25	Pinnacle Technological Resources, Dallas, TX Tech., staffing, & network solutions	794.1%	55.0%	$3.40	$30.40	B	C	35	280	1996
26	Allright Diversified Svcs. Inc., Fresno, CA General contractor	746.2%	53.3%	$.650	$5.50	D	D	DND	10	1998
27	SLG Contractors Inc., Grand Prairie, TX General const.	685.8%	51.0%	$.624	$4.90	D	B	15	26	1997
28	Cairo Corporation, Chantilly, VA IT consulting	633.4%	49.0%	$1.45	$10.63	D	D	11	80	1999
29	Navarro Research & Engr. Inc., Oak Ridge, TN Envir., safety, & health consulting	575.4%	46.5%	$4.75	$32.06	D	D	80	200	1993
30	Tech-Line Automation Inc., Madison Heights, MI Controls engr., hardware & software design	575.0%	46.5%	$.800	$5.40	C	C	20	38	1986
31	Precision 2000 Inc., Atlanta, GA General const.	566.7%	46.1%	$.900	$6.00	C	C	5	30	1998
32	Gemini Power Syst. Inc., St. Petersburg, FL Value-added reseller of DC power equip.	564.2%	46.0%	$1.20	$8.00	DND	D	6	7	2000
33	Networx Inc., Albuquerque, NM Computer networking, hardware, software	559.8%	45.8%	$1.06	$7.01	DND	B	21	17	1995
34	First Equity Mortgage Bankers Inc.[3], Miami, FL Mortgage lender	496.9%	42.9%	$32.00	$191.00	D	D	26	54	1997
35	South Bay EDC Inc., Bonita, CA Const. & const. mgmt.	482.0%	42.2%	$1.92	$11.15	D	D	4	36	1993
36	Apex Environ. Engr. & Compliance, Orlando, FL Environ. engr.	480.4%	42.1%	$.560	$3.25	F	D	5	23	1997
37	Choice Energy, Houston, TX Instit. & retail energy bkrg., mktg.	465.6%	41.4%	$6.10	$34.50	DND	D	30	80	1994
38	Creative Associates International, Washington, DC Mgmt. & tech. svcs., consulting	449.6%	40.6%	$17.25	$94.81	D	D	DND	200	1979
39	Prestige Builders Partners LLC, Miami Lakes, FL Real estate devel.	438.5%	40.0%	$65.00	$350.00	B	B	25	100	1999
40	G&A Partners Inc., Houston, TX Prof. empl. svcs.	403.8%	38.2%	$26.50	$133.50	D	D	35	70	1995
41	Support Service of America Inc., Norwalk, CA Janitorial, maintenance, landscaping svcs.	391.7%	37.5%	$2.40	$11.80	C	D	75	150	1996
42	Brightstar Corp., Miami, FL Value-added svcs.	390.7%	37.5%	$355.00	$1,742.00	D	D	656	943	1997
43	Engr., Mgmt. & Integration Inc.[4], Herndon, VA Exec. mgmt. consulting	387.6%	37.3%	$2.90	$14.13	B	C	32	84	1991

*Figures were rounded to the nearest $10,000. Revenue growth percentages were calculated using actual figures. † Profit range: A=16% or more; B=11%-15%; C=6%-10%; D=0-5%; F=Loss

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100 Fastest-Growing Companies

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44	Fred Loya Insurance, El Paso, TX Auto insurance	379.3%	36.8%	$27.31	$130.88	D	B	300	988	1974
45	New Era Builders Inc., Cleveland, OH General contractor	356.1%	35.5%	$3.95	$18.02	C	C	13	20	1989
46	Tessada & Associates Inc., Springfield, VA Logis., acq. support, IT syst.	354.4%	35.4%	$7.90	$35.90	C	C	DND	350	1993
47	TMC Design Corp., Las Cruces, NM Electronic warfare military equip.	351.0%	35.2%	$3.34	$15.07	D	B	49	75	1977
48	United Storm Water Inc., City of Industry, CA Storm drain filters/cleaning & dredging	345.7%	34.8%	$1.75	$7.80	C	D	22	22	1999
49	CG Mgmt. LLC, Irving, TX Restaurant mgmt., real estate devel.	343.5%	34.7%	$23.00	$102.00	D	D	700	3,000	1997
50	Nital Trading Co. Inc., Medley, FL Wholesale meat dist.	322.6%	33.4%	$0.023	$0.097	DND	B	8	10	1947
51	The Related Group of Florida, Miami, FL Real estate devel.	320.0%	33.2%	$506.00	$2,125.00	C	C	200	400	1979
52	Analytical Svcs. Inc., Huntsville, AL Mgmt., tech., IT, educ. svcs.	314.9%	32.9%	$8.01	$33.24	C	C	109	328	1992
53	Pangea Group, St. Louis, MO Const., remediation svcs.	302.8%	32.1%	$9.00	$36.25	D	D	DND	85	1994
54	Jardon & Howard Tech. Inc., Orlando, FL Multimedia svcs./const.	301.2%	32.0%	$25.30	$101.50	D	D	DND	1,017	1990
55	Reytec Const. Resources Inc., Houston, TX General contractor	293.4%	31.5%	$3.19	$12.54	B	B	25	120	1996
56	MVM Inc., Vienna, VA Security mgmt. svcs.	275.5%	30.3%	$51.79	$194.47	D	D	3,679	3,420	1979
57	Primestor Properties, Los Angeles, CA Real estate & prop. mgmt.	270.0%	29.9%	$7.00	$25.90	A	A	DND	18	1992
58	Kira Inc., Miami, FL Gvt. facilities maint. & const.	269.1%	29.8%	$9.40	$34.70	C	D	135	278	1987
59	General Stair Corp., Hialeah, FL Mfg. & installer of wood stair railings	264.2%	29.5%	$6.07	$22.11	B	A	70	150	1987
60	Miratek Corporation, El Paso, TX High tech., IT, syst. engr.	262.7%	29.4%	$2.80	$10.16	D	C	DND	55	1994
61	California All Stars, Hollywood, CA Entertainment comm. & promotions	261.3%	29.3%	$.080	$.289	A	A	12	35	1975
62	John Keeler & Co. Inc.[5], Miami, FL Blue crab import, whsl., dist.	260.6%	29.2%	$16.03	$57.81	C	D	5	27	1995
63	Certified Home Loans of Florida, Miami, FL Whsl. mortgage lending	259.6%	29.2%	$1.78	$6.39	D	D	DND	64	1999
64	Geologics Corp., Alexandria, VA Engr. & info svcs.	257.1%	29.0%	$21.00	$75.00	D	D	DND	550	1989
65	Traf-Tex Inc., Houston, TX Computerized traffic mgmt. syst.	246.4%	28.2%	$2.37	$8.20	A	B	8	40	1999
66	Esparza Enterprises Inc., Bakersfield, CA Transportation, labor, & logistic svcs.	243.5%	28.0%	$17.34	$59.56	C	A	DND	4,581	1989

*Figures were rounded to the nearest $10,000. Revenue growth percentages were calculated using actual figures. † Profit range: A=16% or more; B=11%-15%; C=6%-10%; D=0-5%; F=Loss

DND: Did not disclose [5] dba Blue Star Food Products

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67	Molina Healthcare Inc., Long Beach, CA Healthcare svcs.	234.3%	27.3%	$329.00	$1,100.00	D	D	DND	1,299	1980
68	www.healthplans4stars.com, Whittier, CA Health insurance brokers	229.2%	26.9%	$.120	$.395	C	C	DND	1	1991
69	Business Relocation Svcs. Inc., Brooklyn, NY Commercial moving & storage svcs.	226.1%	26.7%	$2.30	$7.50	B	B	29	151	1987
70	Escovar, Avila, Christopher & Ruiz LLP, Pasadena, CA Legal svcs.	220.0%	26.2%	$.500	$1.60	A	A	6	17	1998
71	Carniceria 3 Hermanos Inc., Sandy Springs, GA Meat & grocery stores	213.8%	25.7%	$5.00	$15.69	D	C	15	74	2000
72	United PanAm Financial Corp., Los Angeles, CA Financial svcs.	211.9%	25.5%	$44.00	$137.23	C	B	DND	650	1994
73	E.J. De La Rosa & Co. Inc., Los Angeles, CA Securities broker, investment advisor	206.7%	25.1%	$3.76	$11.53	A	A	DND	25	1989
74	Oral & Maxillofacial Surgery Centers Inc., Circleville, OH Patient care providers	206.7%	25.1%	$2.58	$7.92	D	C	39	78	1993
75	Preschool Mgmt. Inc., Palm Springs, FL Child care	202.4%	24.8%	$.428	$1.30	D	A	14	33	1999
76	FM Office Express Inc.[6], Fairport, NY Office supplies & furniture dealer	200.0%	24.6%	$10.00	$30.00	D	D	18	58	1995
77	Priority Staffing Solutions Inc., New York, NY Employment agency	198.5%	24.4%	$2.13	$6.37	D	C	2	16	1999
78	RFG Group Inc., Santa Ana, CA Financial svcs.	195.5%	24.2%	$2.20	$6.50	B	A	49	100	1994
79	Trevino & Associates Mechanical Inc.[7], Dallas, TX Plumbing, piping, heating, AC	195.1%	24.2%	$12.88	$38.00	D	D	274	250	1997
80	Professional Casualty Insurance, Miami, FL Homeowner & flood ins.	190.6%	23.8%	$6.40	$18.60	DND	C	140	382	1973
81	Ceiba Technologies, Chandler, AZ Equip. for high tech mfg.	186.7%	23.4%	$3.80	$10.89	F	D	6	13	1993
82	Cape Environ. Mgmt. Inc., Atlanta, GA Engr. & environ. svcs.	178.8%	22.8%	$16.50	$46.00	D	D	149	180	1982
83	Rey Group Inc.[8], Orlando, FL Residential contracting & const.	178.7%	22.8%	$8.04	$22.40	D	D	15	50	1978
84	Technica Corp., Dulles, VA Optical security, ATM network consult.	172.7%	22.2%	$20.89	$56.97	D	D	87	80	1991
85	H&S Const. & Mechanical Inc., Elizabeth, NJ General contractor	172.1%	22.2%	$4.65	$12.65	DND	D	DND	24	1989
86	Home Equity Mortgage Corp., Miami, FL Hard equity mortgage lending	172.0%	22.2%	$3.58	$9.75	D	D	DND	46	1980
87	Sonag Ready Mix LLC, Menomonee Falls, WI Ready-mix concrete mfg.	170.0%	22.0%	$5.03	$13.57	D	D	15	50	2000
88	The Cube Corp., Sterling, VA Const. engr. svcs.	170.0%	22.0%	$42.60	$115.00	D	D	415	1,000	1994

*Figures were rounded to the nearest $10,000. Revenue growth percentages were calculated using actual figures. † Profit range: A=16% or more; B=11%-15%; C=6%-10%; D=0-5%; F=Loss

DND: Did not disclose [6] dba FM Resources [7] dba Trevino Mechanical Contractors [8] dba Rey Homes

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89	Cal Inc., Vacaville, CA General const.	169.4%	21.9%	$7.47	$20.12	D	D	45	83	1979
90	Gancedo Lumber Co., Miami, FL Bldg. material whsl.	166.9%	21.7%	$13.93	$37.18	D	D	DND	108	1968
91	T & G Constructors Inc., Orlando, FL General const.	166.7%	21.7%	$13.50	$36.00	D	D	80	102	1987
92	Adonel Concrete Pump. & Finish. of S. FL,Miami, FL Ready-mix concrete sales	166.7%	21.7%	$15.00	$40.00	D	A	105	170	1984
93	Field Fresh Foods Inc., Los Angeles, CA Produce processing	162.6%	21.3%	$8.70	$22.85	C	C	DND	400	1994
94	Lopez Foods Inc., Oklahoma City, OK Meat prod. mfg.	160.4%	21.1%	$173.60	$452.00	D	D	374	852	1989
95	Network Mgmt. Resources Inc., Severna Park, MD Computer networking	154.3%	20.5%	$3.50	$8.90	D	A	40	75	1996
96	Creative Human Resources Concepts, Mesa, AZ Human resources svcs.	150.0%	20.1%	$6.00	$15.00	DND	D	150	250	1997
97	CorTrans Logistics LLC, Norcross, GA Heavy air cargo	148.7%	20.0%	$5.83	$14.50	A	A	6	21	1999
98	Visionary Integration Professional Inc., Folsom, CA Tech. integration & ops. program mgmt.	147.9%	19.9%	$7.02	$17.40	B	C	45	97	1996
99	Century HomeBuilders, Miami, FL Residential homebuilders	146.2%	19.7%	$199.00	$490.00	DND	A	DND	110	1997
100	Cisco Bros. Corp., Los Angeles, CA Furniture mfg.	142.9%	19.4%	$7.00	$17.00	D	F	DND	259	1989

*Figures were rounded to the nearest $10,000. Revenue growth percentages were calculated using actual figures. † Profit range: A=16% or more; B=11%-15%; C=6%-10%; D=0-5%; F=Loss
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TOP 5 STATES BY NUMBER OF COMPANIES

State	No. of Companies	Revenues 2000 ($M)	Revenues 2004 ($M)	Revenue Growth 2000-04	Employment Growth* 2000-04
Florida	26	$1,288.48	$5,469.48	324.5%	126.0%
California	18	$441.90	$1,500.63	239.6%	596.9%
Texas	14	$110.82	$552.99	399.0%	252.1%
Virginia	9	$154.40	$578.04	274.4%	14.7%
Georgia	4	$28.23	$82.19	191.1%	74.3%

*Sample restricted to companies reporting 2000 employee figures.
Of the nine companies in Virginia, six of them receive at least 80 percent of their revenues from federal government contracts. Five of the nine receive 100 percent of their revenues from government contracts (a combination of federal, state, and local government).

SUMMARY STATISTICS

Overall 5 year revenue growth (2000-04) 298.7%
Average time since company founded .....12.8 years
Average number of employees in 2000.....118*
Average number of employees in 2004.....305
Revenues in 2000 .....$2,297.14 million
Revenues in 2004 .....$9,159.05 million
Productivity in 2000 (revenues/employees).....$170,823*
Productivity in 2004 (revenues/employees).....$300,859

*Sample restricted to companies reporting 2000 employee figures.